

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 AID-05 CIAE-00 EB-08 FRB-03 INR-10
NSAE-00 ICA-11 TRSE-00 XMB-02 OPIC-03 SP-02
LAB-04 SIL-01 OMB-01 STR-07 AGRE-00 /070 W
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R 030952Z AUG 78
FM AMEMBASSY BUDAPEST
TO SECSTATE WASHDC 2092
INFO USDOC WASHDC

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E.O.11652: NA
TAGS: BEXP HU
SUBJECT: SALES OPPORTUNITIES AS RESULT OF TRADE AGREEMENT

1. NUMEROUS HUNGARIAN OFFICIALS AND FTO EXECUTIVES HAVE TOLD EMBOFFS ON SEVERAL RECENT OCCASIONS THAT THEY NO LONGER WISH TO DEPEND SO HEAVILY UPON WESTERN EUROPE, PARTICULARLY THE FRG, AS A MAJOR SOURCE OF TECHNOLOGY AND HARD-CURRENCY MARKET OUTLET. OTHERS INDICATED THAT THEY PREFER OBTAINING U.S. TECHNOLOGY AND MACHINERY FROM THE U.S. RATHER THAN FROM EUROPEAN AFFILIATES BECAUSE THEY FEEL MORE COMFORTABLE PURCHASING FROM THE SOURCE. MANY STATED THAT THEY WOULD LIKE TO SHIFT THEIR PURCHASING PATTERNS FROM WESTERN EUROPE TO THE U.S.

2. DURING RECENT CONVERSATION, HUNGARIAN MULTILATERAL TRADE NEGOTIATOR JANOS NYERGES TOLD AMBASSADOR THAT BY STUDYING COMPOSITION OF FRG EXPORTS TO HUNGARY, U.S. COULD EXPAND VOLUME AND COMPOSITION OF ITS EXPORT SALES TO HUNGARY, NOW THAT MFN TARIFF RATES ARE IN EFFECT. GIVEN APPARENT PRO-U.S. COMMERCIAL ATMOSPHERE, EMBASSY WILL EXAMINE FRG EXPORTS TO HUNGARY IN AN ATTEMPT TO IDENTIFY ADDITIONAL PRODUCT AREAS WE MIGHT PROMOTE. EMBASSY WOULD APPRECIATE ANY STATISTICAL INFORMATION (BROKEN DOWN BY PRODUCT CATEGORY) WHICH
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DEPARTMENT OR USDOC MIGHT BE ABLE TO PROVIDE US ON FRG TRADE WITH HUNGARY.
KAISER

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NNN

Message Attributes

Automatic Decaptioning: X
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Draft Date: 03 aug 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
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ISecure: 1
Legacy Key: link1978/newtext/t19780899/aaaadfhc.tel
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Litigation History:
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Message ID: 0c03366a-c288-dd11-92da-001cc4696bcc
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Original Classification: LIMITED OFFICIAL USE
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TAGS: BEXP, HU
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